

NOVA Electronics Data Inc.

50 Nashua Road, Suite 300
Londonderry, New Hampshire 03053
Tel (603) 432-1555 Fax (603) 432-0542

October 9, 1996

Chairman Reed Hundt
Federal Communications Commission
1919 M Street NW
Washington, D.C. 20554

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RE: Bundling of CPE by Interexchange Carriers, CC Docket 96-61

Dear Mr. Chairman:

As a competitive Value Added Reseller ("VAR"), we wish to express our strong opposition to the Commission's proposal to allow Interexchange carriers to bundle customer premises equipment ("CPE") with their regulated transmission service.

Value Added Resellers purchase equipment from independent CPE manufacturers. We then combine equipment from different manufacturers to provide customized solutions that meet the individualized needs of our customers. Because most of our customers are small to medium size businesses, they lack the resources or sophistication to assemble such customized solutions themselves. As a result, VARs are an important source of choice for these users.

If the Commission allows CPE Bundling, we believe that many VARs will be forced out of business. Bundling would allow carriers to offer packages that combine transmission service with "free" CPE. As a result, end users will have no practical choice but to accept the CPE chosen by their carriers, even if it is not the best equipment for their needs. This result would not be in the public interest.

We, therefore, urge the Commission to retain the current rule, thereby allowing us to continue to provide increased choice to our customers.

Sincerely,



Raymond Claise
President, NOVA ELECTRONICS DATA, INC.

cc: Commissioner James Quello
Commissioner Susan Ness
Commissioner Rachelle Chong
Secretary FCC William A. Canton ✓

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VOICE & DATA NETWORKS, INC.

6981 Washington Avenue South • Edina, Minnesota 55439
(612) 946-7999 • (800) 246-7999 • Fax (612) 946-1066

October 10, 1996

Secretary of FCC William A. Caton
Federal Communications Commission
1919 M Street NW
Washington, DC 20554

RE: Bundling of CPE by Interexchange Carriers
CC Docket 96-61

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Dear Mr. Chairman:

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If the Commission allows CPE bundling, we believe that many VARs will be forced out of business. Bundling would allow carriers to offer packages that combine transmission service with free CPE. A company such as ours simply cannot compete against such an offer. As a result, end-users will have no practical choice but to accept the CPE chosen by their carriers, even if it is not the best equipment for their needs. This result would not be in the public interest.

We therefore urge the Commission to retain the current rule, thereby allowing us to continue to provide increased choices to our customers.

Sincerely,

cc: Chairman Reed Hundt
Commissioner James Quello
Commissioner Susan Ness
Commissioner Rachelle Chong

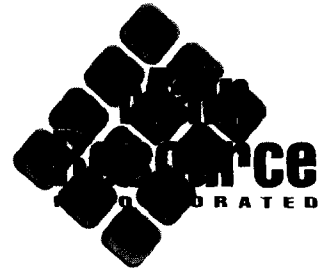
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October 8, 1996

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Secretary of FCC William A. Caton
Federal Communications Commission
1919 M Street NW
Washington, DC 20554



9 Brook Road
Falmouth, ME 04105

207 797-8410
FAX 797-8438
800 397-8417

RE: Bundling of CPE by Interexchange Carriers
CC Docket 96-61

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Dear Secretary of FCC:

As a competitive Value Added Reseller ("VAR"), we wish to express our strong opposition to the Commission's proposal to allow interexchange carriers to bundle customer premises equipment ("CPE") with their regulated transmission service.

Value Added Resellers purchase equipment from independent CPE manufacturers. We then combine equipment from different manufacturers to provide customized solutions that meet the individual needs of our customers. Because most of our customers are small to medium size businesses, they lack the resources or sophistication to assemble such customized solutions themselves. As a result, VARs are an important source of choice for many users.

If the Commission allows CPE bundling, we believe that many VARs will be forced out of business. Bundling would allow carriers to offer packages that combine transmission service with free CPE. A company such as ours simply cannot compete against such an offer. As a result, end-users will have no practical choice but to accept the CPE chosen by their carriers, even if it is not the best equipment for their needs. This result would not be in the public interest.

We therefore urge the Commission to retain the current rule, thereby allowing us to continue to provide increased choices to our customers.

Sincerely,

Suzan Elichaa
Vice President

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TRIANGLE TECHNOLOGIES, INC.

The Human Element of Computing

October 07, 1996

William A. Caton Secretary FCC
Federal Communications Commission
1919 M Street NW
Washington, D.C. 20554

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Re: Bundling of CPE by Interchange Carriers, CC Docket 96-61

Dear William,

As a competitive Value Added Reseller ("VAR"), we wish to express our strong opposition to the Commission's proposal to allow interexchange carriers to bundle customer premises equipment ("CPE") with their regulated transmission service.

Value Added Resellers purchase equipment from independent CPE manufacturers. We then combine equipment from different manufactures. Because most of our customers are small to medium size businesses, they lack the resources or sophistication to assemble such customized solutions themselves. As a result, VARs are important source of choice for these users.

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We therefore urge the Commission to retain the current rule, thereby allowing us to continue to provide increased choice to our customer.

Best Regards,

Jim Wolande
CEO
Triangle Technologies, Inc.

cc: Commissioner James Quello
Commissioner Susan Ness
Commissioner Rachelle Chong

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Atlanta DataCom, Inc.

October 10, 1996

Chairman Reed Hundt
Federal Communications Commission
1919 M Street NW
Washington D.C. 20554

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(770) 263-9756
(800) 238-1094
FAX: (770) 246-0398

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RE: Bundling of CPE by Interexchange Carriers, CC Docket 96-61

Dear Mr. Chairman:

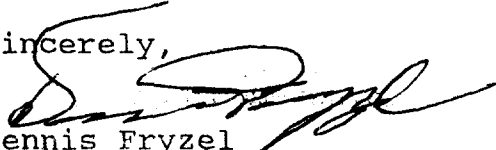
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We therefore urge the Commission to retain the current rule, thereby allowing us to continue to provide increased choice to our customers.

Sincerely,


Dennis Fryzel
President

cc: Commissioner Quello
Commissioner Ness
Commissioner Chong
William A. Caton

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